

## Message Text

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PAGE 01 KINSHA 08294 011635Z

ACTION EB-08

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FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 1183

INFO AMCONSUL BUKAVU

AMCONSUL LUBUMBASHI

UNCLAS KINSHASA 8294

E.O. 11652: N/A

TAGS: BEXP, CG

SUBJECT: IDENTIFICATION OF TRADE OPPORTUNITIES FOR LEATHER  
SHOES AND BOOTS.

REF: STATE 78081

### 1. SUMMARY

THE MARKET FOR SPECIALIZED FOOTWEAR IN ZAIRE IS CONFINED  
PRIMARILY TO THE PURCHASES MADE BY THE LARGE MINING COMPANIES  
AND THE MILITARY AND POLICE FORCES. AT PRESENT, THE SEVERE  
SHORTAGE OF FOREIGN EXCHANGE IN ZAIRE HAS REDUCED THIS MARKET,  
SINCE MILITARY AND POLICE PROCUREMENT IS CONFINED PRINCIPALLY  
TO FOREIGN MILITARY ASSISTANCE PROGRAMS. LOCAL PRODUCTION OF  
SHOES HAS ALSO BEEN STIFLED BY THE DIFFICULTY THE MANUFAC-  
TUERS FACE IN OBTAINING RAW MATERIALS FOR THEIR FAC-  
TORIES.

### 2. END USERS

A. MINING-PROTECTIVE FOOTWEAR IS PURCHASED BY THE STATE-OWNED  
MINING COMPANY, GECAMINES, ON A CONTINUOUS BASIS AS A CONTROLLED  
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PAGE 02 KINSHA 08294 011635Z

ITEM IN ITS COMPUTERIZED PROVISIONING SYSTEM. GECAMINES  
PURCHASES NEARLY 24,000 PAIRS OF WORK BOOTS ANNUALLY. SMALLER  
AMOUNTS OF SPECIAL FOOTWEAR FOR UNIQUE WORKING CONDITIONS  
(INDUSTRIAL PLANT WORK SITUATIONS) ARE ALSO PURCHASED IN  
THE SAME FASHION. OFFERS FROM U.S. SUPPLIERS WELCOME. GECAMINES  
PRESENTLY BUYS A SMALL AMOUNT OF ITS FOOTWEAR REQUIREMENTS  
LOCALLY AND IMPORTS THE REST FROM EUROPE. PURCHASES

ARE MADE BY DIRECT NEGOTIATION WITH SUPPLIER. OFFERS SHOULD INCLUDE TECHNICAL SPECIFICATIONS, PRICE LISTS, PREFERRED TERMS OF PAYMENT, AND DELIVERY DATES, AND SHOULD BE ADDRESSED TO:

MR. ANDRE VAN GYSEL  
DIRECTEUR DES APPROVISIONEMENTS  
GECAMINES  
B.P. 450  
LUBUMBASHI, ZAIRE

INFORMATION COPIES OF OFFERS SHOULD ALSO BE SENT TO:

MR. GERARD PECHER  
DIRECTEUR DE LA SECURITE DU TRAVAIL  
GECAMINES  
B.P. 450  
LUBUMBASHI, ZAIRE

B. MILITARY

THE ZAIRIAN ARMED FORCES (FORCE ARMEE ZAIROISE) AND THE NATIONAL POLICE FORCE (GENDARMERIE NATIONALE) CONSIST OF APPROXIMATELY 50,800 PERSONS. IT IS ESTIMATED THAT THESE COMBINED FORCES REQUIRE ABOUT 25,000 PAIRS OF NEW BOOTS ANNUALLY. TO THE BEST OF THE EMBASSY'S KNOWLEDGE, DURING THE PAST FEW YEARS MOST MILITARY BOOT REPLACEMENTS HAVE BEEN MADE FROM ANY COUNTRY WHICH HAS PROVIDED THE NECESSARY MILITARY ASSISTANCE.

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PAGE 03 KINSHA 08294 011635Z

TANCE CREDITS. IN 1977 2,000 PAIRS OF BOOTS WERE PROVIDED WITH U.S. FOREIGN MILITARY SALES (FMS) CREDITS. OTHER SOURCES OF SUPPLY, HAVE BEEN THE PEOPLE'S REPUBLIC OF CHINA AND NORTH KOREA. THE ZAIRIAN ARMED FORCES HAVE NO ORGANIZED PROCUREMENT SYSTEM OR PROCEDURES, AND, SINCE THERE IS NO ONGOING PROCUREMENT PROGRAM, THERE IS NO WAY OF ESTIMATING FUTURE PURCHASES. THE DEPARTMENT OF DEFENSE HAS A PURCHASING WHICH IS CURRENTLY DIRECTED BY CAPT. NMUBE. HOWEVER, ALL PURCHASES UNDERTAKEN MUST BE APPROVED BY AND NEGOTIATED WITH GENERAL BABIA, COORDINATOR OF THE GENERAL STAFF. INITIAL INQUIRIES, IN FRENCH, MAY BE ADDRESSED TO DEPARTMENT DE LA DEFENSE NATIONALE ET DE LA SECURITE DU TERRITOIRE, ATT: DEPARTMENT DES ACHATS, BP 734, KINSHASA, ZAIRE.

C. OTHER END USERS

OTHER GOVERNMENT ORGANIZATIONS WHICH MIGHT BE END USERS FOR SPECIALIZED FOOTWEAR ELSEWHERE, HAVE EITHER FOUND LOCAL SUBSTITUTES OR, BECAUSE OF LACK OF FINANCE AND MANAGEMENT, UNDERTAKE PROCUREMENT ON AN AD HOC BASIS. POSTMAN MUST SUPPLY THEIR OWN WORK CLOTHES AND ARE USUALLY SHOD IN LOCALLY MANUFACTURED CANVAS SHOES. FIRE DEPARTMENTS ARE SMALL AND POORLY EQUIPPED. AFTER THREE MONTHS OF CONSIDERING THE

QUESTION, THE KINSHASA FIRE DEPARTMENT IS UNABLE TO SAY WHAT ITS ANNUAL NEEDS OR PROCUREMENTS PROCEDURES ARE.

3. DOMESTIC MANUFACTURERS: THERE ARE TWO MAJOR SHOE MANUFACTURERS IN ZAIRE, BATA ZAIRE AND LADHA LEATHER INDUSTRIES. BATA, WHICH MAKES PLASTIC, CLOTH, AND LEATHER SHOES, HAS A INSTALLED CAPACITY OF 12 MILLION PAIRS PER YEAR. HOWEVER, THE COMPANY HAS BEEN UNABLE TO OBTAIN THE FOREIGN EXCHANGE IT NEEDS, AND DUE TO LACK OF SPARE PARTS AND IMPORTED RAW MATERIALS, ACTUAL PRODUCTION IN 1977 WAS 5 MILLION PAIRS. IT IS EXPECTED TO BE EVEN LOWER IN 1978. LADHA LEATHER INDUSTRIES HAS AN INSTALLED CAPACITY OF 1,000 PAIRS OF SHOES PER DAY, BUT FOR THE SAME REASONS, HAS BEEN OPERATING AT 40 TO 50 PER CENT OF CAPACITY FOR THE LAST TWO YEARS.  
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PAGE 04 KINSHA 08294 011635Z

BOTH COMPANIES HAVE THE TECHNICAL CAPACITY TO MANUFACTURE SPECIALIZED FOOTWEAR, BUT FIND THAT THE PRINCIPAL END USERS PREFER TO IMPORT.

4. TERMS OF PAYMENT: GIVEN THE GENERAL SHORTAGE OF FOREIGN EXCHANGE IN ZAIRE, EXPORTERS ARE ADVISED TO UNDERTAKE ALL SALES ON A CONFIRMED BASIS.  
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